DEAR FOLKS:

A letters to you-in which business men to go to the that I know you are inter- - messages that would un-

that life is very much easier ness. for us if we can keep They have told nor very

that our greatest happiness side of their business; and ourselves.

We all know, in our home life, for instance, that hapthe family are not harmo-

We all know that quarrels, bickerings, or misunder- I knew that some day somestandings in our family or of living is concerned.

On the other hand, life is and if we are considerate about it. of the feelings of all others At last I have found THE personal contact.

social life.

understand why so many of lars. us change our natures when What a great thing it is for stores or shops.

our daily toil those ele- This man and I met in a ments that give us so much peculiar way. We had pleasure away from our before personally, but we

All my life I have believed er's work. that every man and woman He read one of my TALKS engaged with us in making which I write daily for the our business successful New York Evening Mail should be treated by us with and he liked the HEART as much courtesy and kind-York one day several ness as we show to mem- weeks ago, I was intro- concerning weeks bers of our household and duced to him and he questo our intimate friends.

Why not?

It is far easier to mix a lot human side of business. to get good results than it gone by. is to be cold, calculating and He listened very attentivemercenary—to grind the ly and sympathetically. hearts out of our associate- He told me that I was workers and make them hu- right in my beliefs. man machines instead of the He fold me that he also beintended them to be.

I write this letter, are workers like myself. We can not all be owners of businesses. We must work for nesses. We must work for

ness was a thing wholly but I became so interested apart from our family and in my work and heard social environment; but as from the lips of the happy I grew older I learned dif-ferently workers so many wonder-ful things that I remained ferently.

In spots here and there I have found men who pracwill introduce to you the ticed in their business af- man who is the head of the fairs those nice things of life greatest family of workers that wonthe loyalty and devotion of their associate-workers—that made the workers happy and proud—that made the businesses themselves very successful.

But I have always had dif-like greatest family of workers in my life. I have ever met in my life. I has been said that there is now hardly a city, town or village in this country wherein some woman does not reside who has found health in that good, old-fashioned remedy. Lydia E. Pinkham's Vegetable Compound. There allment, and hardly know what to do ters as I will get in writing them.

Sincerely, William C. Freeman, 131 E. 23d St., New York City.

am going to write several ficulty in persuading big I will tell you some things public with Heart messages fold to you and to me the You and I agree, I am sure, human side of their busi-

often that you would not be We all surely understand interested in the personal

comes when we allow our I have always answered hearts to lead us-when we them that you would, bedo as much for others, if cause you are very human not more, than we do for and are very keen about knowing whether the workers of the worldare getting as much out of life as they should—and that you would dow if all the members of be won to the support and glorification of the business that had the heart and impulse to make its workers

where I would meet a BIG social circles do not get us MAN who conducts his anywhere, so far as the joy business on the heart plan, whose -associate-workers and himself get out of life very rosy indeed if we are a full measure of happiness, thoughtful and kind to one and a man who would be another in the family circle, willing to let me tell you all

with whom we come in MAN and THE BUSI-NESS that I'm going to tell | ization. As a result of the members were present at the meeting, and were mad I have always believed that you about in this series of our business life should be letters. He directs a very as happy as our home and big business whose receipts average daily more than one I have never been able to and a quarter million dol-

we go to our offices or us to hold fast to our faith -believing that some day Why should we keep out of we will meet our IDEAL! had known of one anoth-

tioned me a great deal to be an enjoyable one. about my views as to the

of heart in our business and others have done in days

happy human beings that lieved, as sincerely as I do. the Ruler of the Universe that life is worth while only if one can so live it as The most of you, to whom to give the greatest service to the greatest number.

Heart is a factor in the business, you know as well as I do that our daily toil is a joy and not a cross.

The very nature of my work in the property of the plano fund of the school are cordially toil is a would give me free rein to the plano fund of the school are cordially invited.

The Village School. The Village School will be presented by the members of white Parent Teacher association of white Parent Teacher association of white Parent Teacher association of the plano fund of the school are cordially invited.

Holly Grove Guards will as I that they existed there; and if I did find that they existed, then he would give me free rein to the school are cordially invited. others-but if we are fortu- his workers-and to find ne very nature of my work has brought me in personal contact with a great many business men throughout he country.

Holly Grove Guards.

The Holly Grove Guards will enter tain Friday afternoon with a Valentine card party at Woodmen hall, followed by a card party and dance at 8 o'clock Friday evening, in order that all members of the organization may have the the country.

I thought the country.

I thought the print what I wrote in the daily newspapers of the organization may have the print what I wrote in the country.

For Gordon C.

I used to think that busi- all the material I wanted,

Ida Mynders

ENGAGEMENTS

West-Gregory.

CLUBDOM

Idlewild Parent-Teacher.

Gordon Parent-Teacher.

A child welfare day was observed the Parent-Teacher association of the sachers and mothers.

After the regular program, an informal reception was enjoyed and delicious ruit punch and cake was served.

Regina Lodge.

Riverside Parent-Teacher.

concerning the various phases of welfare work, will be made by prenent welfare and civic workers.

Presidential Term.

A debate on the subject of whether President Wilson's term as president should be one term of six years, or two terms of four years each, will be an interesting feature of the meeting which will be held by the Young Tennesseans at the home of Maurice Cherry, 314 North Third street, Thursday night.

The debate promises to be an interesting one, and will be contested by Maurice Cherry and Ben Weiner, affirmative, and Sam Weiss and Sam Blen, negative.

Valentine Party.

A most attractive Valentine party will be given Friday afternoon from 2 to 5 o'clock at the home of Mrs. A. W. Ketchum, on Stonewall place, under the auspices of the Young Ladies' Aid society of the First Methodist Episcopal church.

All members who expect to attend are asked to notify the hostess at once,

Child Welfare Day at Bruce.

The February graduating class of the Gordon school will be the innoress of a box party at the Orpheum theater Saturday afternoon, the affair being given by the Parent-Teacher association of Gordon school.

"Tacky Party."

Shakespeare Class.

The Shakespeate class of the Salircle will meet Friday afternoon at clock at the Sawrie Inn. The classil begin the study of "King Richat." and quotations and readings from

ASK YOUR NEIGHBOR

Spanish Lecture.

Needs of Schools.

Rabbi Finestiriber will lecture on The Physical and Spiritual Needs of the Memphis Fublic School System, at the regular service which will be held to the Poplar Avenue temple Friday vening at 8 oclock.

A splendid musical program has been tranged for the service by Mrs Sam inspendients.

MEETING OF MEMPHIS WOMEN'S ORGANIZATIONS

The Gen. Cheatham chapter, U. D. C., will meet Friday morning at 10:30 octock at the Confederate Veterans, neadquarters, at the courthouse.

Members are asked to take especial notice of the time set for the meeting.

There will be a meeting of the board of the Sunshine Home for Aged Men at he Y M C. A. Friday morning at 10:20 Sciock, to which all members of the soard are urged to be present.

HERE and THERE

Mrs. Ellen A. Medbury, of Chicago, has arrived to be with her sister, Mrs. F. S. Bragg, and will be at home at the Hotel Gayoso for the winter.

Mr. and Mrs. Jesse M. Foltz, the lat-ter formerly Miss Newman, of New York, whose marriage took place in New York Sunday, are at the Chisca for a few days before leaving for their home in Natchez, Miss.

Mrs. C. J. Hayden and Miss Corinne Turnage, who have been the guests of Mr. and Mrs. R. A. Street for several days, left Thursday morning to return to their home at Grenada, Miss.

After a delightful visit with Mr. and Mrs. A. D. Turney, of this city, Mrs. harles Chappell and son, Charles, Jr., oft Wednesday evening for their home in Los Angeles, Cal.

RESTRICTIONS ON DINING CARS WILL BE MODIFIED

WASHINGTON, Feb. 12.—War-time restrictions on railroad dining car service will be modified March 1. Director-Gen. Hines today authorized federal managers of all lines to resume a la cart service wherever it could be done without causing congestion.

On trains where table d'hote service is continued, not more than five courses may be served, the cost to be \$1.25 and the meal to be made worth the price."

Old Negro Took Roman's View Of Son's Loafing

The most ardent prosecutor and by far the most vigorous in his pleas to Judge L. T. Fitzhugh when Carroll Henderson, negro, 21 years old, South Fourth street, was presented in police court Thursday by Patrolmen Seratino and Holland, charged with ioltering, was the father of the prisoner. Uncle Albert Henderson, age 71 years. Policeman Holland told the court that Carroli never worked before he was selected for army service and had not worked since coming back some two months ago.

By that time Uncle Albert had wended his way to the bar.

"Jedge, ver honor," he began after bowing, "des do me and dis hoy's momma de favor of making dis here boy of ou'in go to a job of work. He's nebber work nary bit, but he shorely came home frum the army with mighty.

ame home frum the army with mighty nighty fin' rec'momendiations from the army gentlemens, and hit 'pears lai se's upheld dat uniform he's wearing he's upheld dat uniform he's wearing and I'se axes yer, jedge, to please set 'im ter work fur me and his mommu. He shorely am not gwin brag roun lak dem Chicago niggers, and he's gwin' to work or get hisself clear ways from Memphis.

"Furs me's consarn, doan' makes no diffurence what you 'cides do, but his old momma begs me dis mornis' to did momma begs me dis mornis'."

round my house."
Judge Fitzhugh fined Carroll \$25 and promised Uncle Albert that the court and police would comply with the old mother's request in a way that would do the delinquent the most good.

CARS STAND TO MAKE SKIP-A-TSPO POSSIBLE

Ten minutes for lunch for the conductor and motorman at Binghamton at the end of the Binghamton cor line. Thursday morning passengers had to wait for that length of time while the car crew dropped leisurely over to a nearby restaurant at Binghamton to get a couple of sandwiches before making the return trip to the city.

City Attorney Livingston at the recent bearing before the judge of the United States district court in which receivers for the Memphis Street Railway company asked the judge's advice as to whether they should discontinue the skip-stop system as ordered by the city of Memphis, contended that the Memphis Street Railway company was not giving as good service as they did when their cars stopped at every corner. He said that the cars, instead of returning, ran on the same schedule and waited at the end of the lines to make the skip-stop schedule conform with the regular stop schedule, thereby making the passengers wait longer for the cars along the line.

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Everything That Swims.

Hoved to Corner Jefferson and Front.

Dressed Buffalo.

Tenderloin Trout.

Spanish Mackerel.

Smeits. Red Snapper.

Dressed Cat.

Cropple. Black Bass.

Lake Trout. Whitefish.

California Salmon. Halibut.

Smoked Fish

Whitefish, Finnan Haddie.

Bloaters.

N. Y. Baltimore and

Southern Oysters.

Live and Dressed Henn.

Live and Dressed Henn.

Live and Dressed Geese.

Live and Dressed Turkeys.

Country Butter. Eggs.

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10,000 Fresh Cut **CARNATIONS** For Friday's Selling (St. Valentine's Day) On Sale at 10 O'Clock Until Sold Out, Very Special, Doz. JJC

Candy for Valentines

Fancy Novelty Boxes, Favors and Decorations in Pleasing Variety at Popular Prices Specially Packed Fancy Boxes Heart-Shaped Mints, Pink or White, 60c Fresh Strawberries Dipped in P k 75c

Very Special

One Pound, Heart Box, Packed With Our Own Make Assorted Chocolates, for 80c

Miss Ruth's Fresh Strawberries In Milk Chocolate, Pound, 60c



HOW IN THE I MOUNT

Discipline Approved by Secretary Baker.

WASHINGTON, Feb. 12.-Moder f disciplinary barracks, have been apnounced today the adjutant-general aportant changes both in recruiting

fenders, were worked out in regulations.

The situation at Leavenworth barracks, where 2.000 prisoners went on a strike some time ago and how are quiet and working under an armistice agreement." played a considerable part in the deliberations of the commanders conference. In that connection, Seizetary Baker's announcement today pointed out that a survey of the inmates at Leavenworth made by the medical department, disclosed that there are three groups among the prisoners, the first including two-thirds of the whole, being those who are military offenders "from an excessively egocentric personality." By this, it was explained, is meant men who are "individualistic, opinionated, self-whiled, or vain to an extreme degree.

The other two groups are composed of men of extreme emotional intability, and of those of inadequate intelligence.

BACK TO SCHOOL.

Credited with being fugitives fro Credited with being fugitives from the Tennessee Industrial school, a Nashville, from which Institution the are alleged to have escaped, C. E. Seve ber, 16 years old, McLemore avenue Arthur Jacobs, 17, Nashville, and Jame Nunn, 18, Friendship, Tenn, werpicked up at 2 o'clock Thursday morning by Patrolmen Mayer and Norman who observed them, lottering. The are being detained waiting advice from the officials of the industrial school,

STRIKERS RETURNING.

I.AWRENCE, Mars. Feb. 13—A perseptible increase in the number of corking operatives was reported today t textile plants affected by the strike aome of the employes for 54 hours ay for 48 hours work. On the other and, the strikers asserted their ranks are unbroken.

WEDDING INVITATIONS

Correct form, fine craftsrials, every detail accomplished in our own establishment, insuring personal service and dependable delivery.

S. C. TOOF & CO. MEMPHIS

POLICEMAN'S FAST WORK

nion station, Patrolman John Roach ind a lady's purse containing \$20 and

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FANCY HENS STOLEN.

in your home the machine that plays perfectly all makes of records without extra attachments.

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For Itching Torture

There is one remedy that seldom fails to stop itching torture and relieve skin irritation and that makes the skin soft, clear and healthy. Any druggist can supply you with

Zemo, which generally overcomes all skin diseases. Eczema, itch, pimples, rashes, blackheads in most cases give way to Zemo. Frequently, minor blemishes disappear over night. Itching usually stops instantly. Zemo is a safe, antiseptic liquid, clean, easy to use and dependable. It costs only 35c; an extra large bottle, \$1.00. It will not stain, is not greasy or sticky and is positively safe for tender, sensitive skins, The E. W. Rose Co., Cleveland, O.

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It's the particular model of all the Edisons, recommended by the

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THE NEW EDISON CAN PLAY ALL MAKES OF RECORDS

But it naturally plays its own "Diamond Disc Re-Creations" better than any other phonograph possibly could, despite many

NOTE—The Edison pictured above is the "C 250" in the William and Mary period, walnut finish, but it also may be had in mahog-Some Standard Edison Re-Creations

You'll Like Here are a number of Edison records which have found favor with many owners of the Diamond Disc. We recommend them, knowing they will be a pleasing addition to any Edison collection. Mail or-

ders filled. Kindly add small amount to cover postage "Loin du Bal," Creatore and his band, Reverse, "Marche Lorraine," Creatore and his band. Emmett's "Lullaby," Miss Hemple and Criterion Quartet. Reverse.

Long, Long Ago," Miss Hemple, 'Kangaroo Hop," fox trot, Lou Chiha, "Frisco" Xylophone. Reverse, "Setting the Pace," one-step, for dancing, Jaudas \$1.15 Silver Threads Among the Gold." Elizabeth Spencer, soprano, and

soprano and chorus. No. 80061 "My Bonnie, Bonnie Jean," Glen Ellison. Reverse, "Nanny (1 Have Never Loved Another Girl But You),' 'Little Gray Home in the West," Emory B. Randolph, tenor, and chorus. Reverse, "For You Alone," Elizabeth Spencer \$1.70 and Emory B. Randolph, soprano and tener. No. 80228

"American Patrol," New York Military Band. Reverse, "Boston Commandery March," New York Military Band. \$\mathbb{Q}\$1.70 \$1.70 "Keep Off the Grass," Vess L. Ossman, banjo. Reverse, "Gay Gos-

Reverse, "Kiss Waltz," Mary Carson,

soon," Vess L. Ossman, banjo. Music Shop—Second Floor



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Quick, Safe Way to Remove Hairs

face for 2 or 3 minutes, then rito on, wash the skin and the hairs have vanished. This treatment is quite harmies and rarely more than one application is required, but to avoid disappointment care should be used to buy the real delation.

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